

# STUDENT INTRODUCTION

**Historical Simulation: You are a Diplomat**

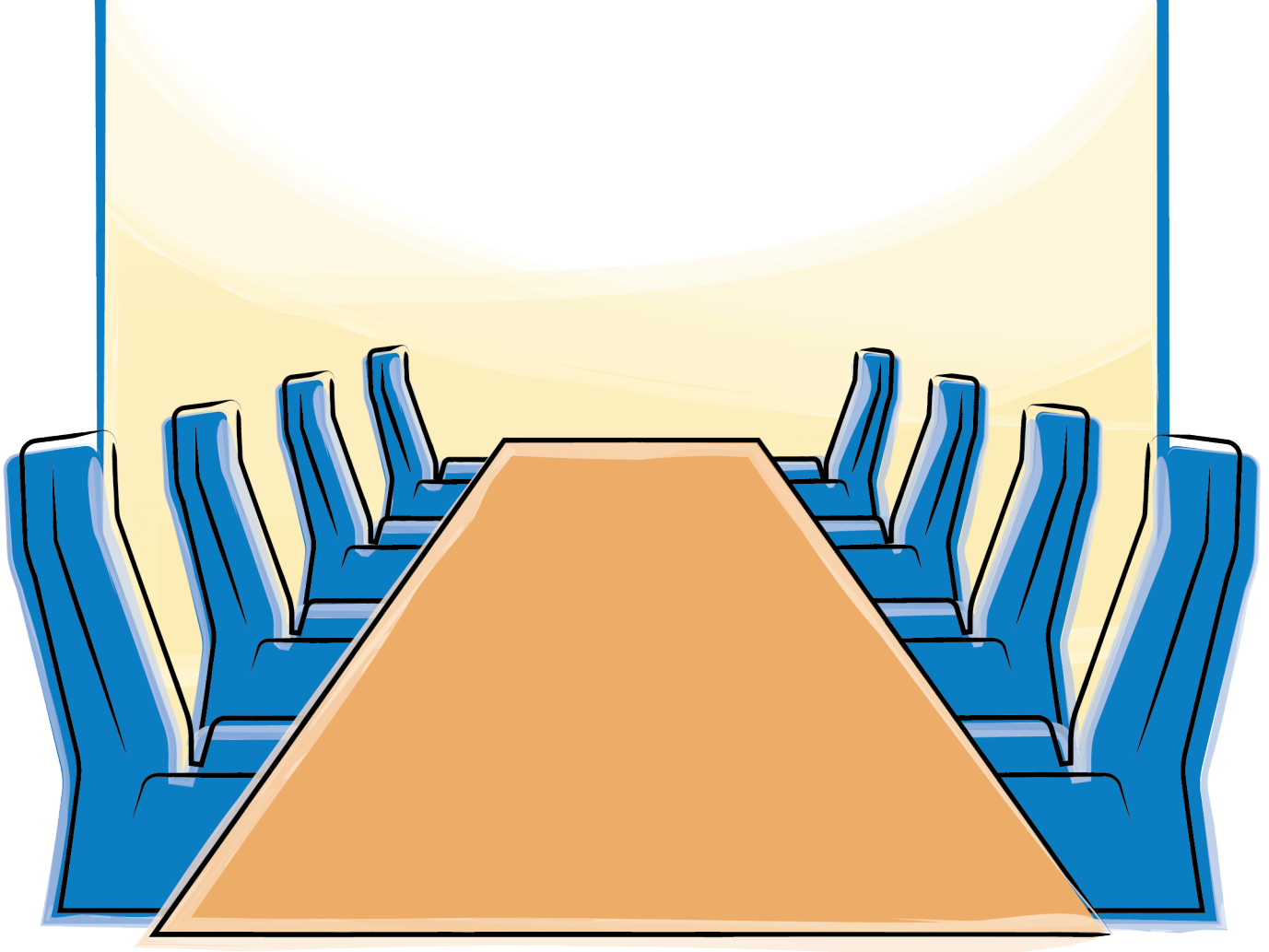


National Museum  
of American Diplomacy

# **You are about to step into the role of a diplomat.**

The National Museum of American Diplomacy's Historical Diplomacy Simulation Programs offers an opportunity for you to explore how diplomacy and the work of diplomats are woven into the history of the United States.

But what is a diplomat, and what do they do?



## The U.S. Department of State and the Goal of Diplomacy

We live in an interconnected world and the relationships between countries are important to the success of any nation. Since its founding, the United States has relied on international relationships to ensure the security and prosperity of the American people. When U.S. government officials are asked to represent the United States to other countries or international organizations, they represent the priorities and interests of the President of the United States. The interests or policies that the president wants to see instituted abroad, taken together, are called **U.S. foreign policy**. Those who represent the president abroad may serve as a Special Envoy, an Ambassador, or a Foreign Service Officer. A person who serves in one of these roles is called a diplomat.



Most U.S. diplomats work for the U.S. Department of State.

### WHAT IS THE DEPARTMENT OF STATE?

The Department of State is the United States Government's oldest Cabinet-level federal agency. The Cabinet is composed of a group of government officials, appointed by the President and confirmed by the Senate, and who lead the federal agencies. The Secretary of State is the Cabinet member who leads the U.S. Department of State.

The U.S. Department of State is the federal agency that leads the United States in its relationships with foreign governments, international organizations, and the people of other countries. It aims to promote the security, prosperity, and interests of the American people around the world through non-military means by:

- Issuing passports and providing emergency assistance to U.S. citizens abroad;
- Negotiating treaties to reduce nuclear weapons and equipping countries to respond to their own security challenges;
- Creating American jobs through support for open markets for U.S. companies;
- Helping countries with health, food, and humanitarian crises;
- Promoting stability, peace, and human rights; and
- Increasing understanding of American society and values.

This work manifests itself through a variety of responsibilities. Some of the responsibilities of the State Department are to:

- Support Americans living or traveling abroad for positive events, such as registering the birth of a child;
- Support Americans in times of stress such as assisting a jailed American citizen in another country or helping to evacuate Americans from danger;

- Ensure fair business practices for American companies overseas;
- Support joint efforts to counter terrorism and carry out criminal investigations;
- Review requests from people from other countries to travel to the United States and issue visas accordingly;
- Work to ensure the safety and security of international flights to the United States;
- Work with other countries to respond to health crises such as pandemics and to deliver humanitarian aid to those in need;
- Assist foreign governments to better respond to their citizens' needs, making countries more stable and secure; and
- Link emerging leaders in government and civil society to American counterparts to foster relationships and collaboration.

## WHO IS A DIPLOMAT?

A diplomat is a person who represents his or her country to other countries. They deliver messages and communicate the desires, interests, and foreign policy of their government. They report back to their government news and information from abroad. Diplomats study foreign languages and cultures so they can effectively communicate. Diplomats also work with countries around the world to find common ground and to negotiate agreements and treaties.

U.S. diplomats have shaped both our nation's history and the global landscape.

Diplomats may specialize in different **global issues**, such as arms control, the economy and trade, international health and infectious diseases, migration and refugees, and clean water and the environment.

## WHAT IS DIPLOMACY?

Diplomacy is the art of building relationships to realize foreign policy goals on behalf of a people and their government. These relationships may shift over time based on domestic and global priorities and considerations. Diplomacy is the art of cultivating and sustaining relationships with people to achieve common goals. Diplomats use diplomatic **skills** and **tools** in conducting international relations, such as negotiating alliances, treaties and agreements, and exercising tact and skill in working with people of varied backgrounds to advance a country's national interests and security.

## WHAT DOES IT MEAN TO NEGOTIATE?

U.S. diplomats also *negotiate* treaties for trade and peace. Diplomats may also negotiate solutions to global problems with international partners. For example, they may negotiate what supplies and resources are needed to address a problem, including the amount of money and time needed, and what organization or persons will manage the process. Diplomats use negotiating skills to advance the interests of the country they represent.

Diplomats negotiate with other countries, as well as with their U.S. colleagues to determine the *best strategy or approach in achieving the goals* set forth by the President.

To negotiate successfully, diplomats:

- **Know the situation:** Diplomats gather, research, and analyze information.
- **Know their strengths and weaknesses:** Diplomats are clear on what they bring to the table. They know and implement incentives and disincentives (the carrot and the stick).
- **Know their friends and adversaries:** Diplomats use relationships to help get what they want.
- **Know all the options:** Diplomats weigh different perspectives and look at the situation from different points of view. They prioritize actions they are willing to take.
- **Know all the angles:** Diplomats think strategically.
- **Know how to concede:** Diplomats look for common ground. They sometimes give something up to move their agenda forward.
- **Know your timeframe:** Diplomats are sensitive to the point when the situation turns into a crisis.

## The Skills of Diplomacy

Diplomats use a variety of skills to accomplish their work in building relationships with other countries. Diplomats exhibit the following skills:

### **Relational:**

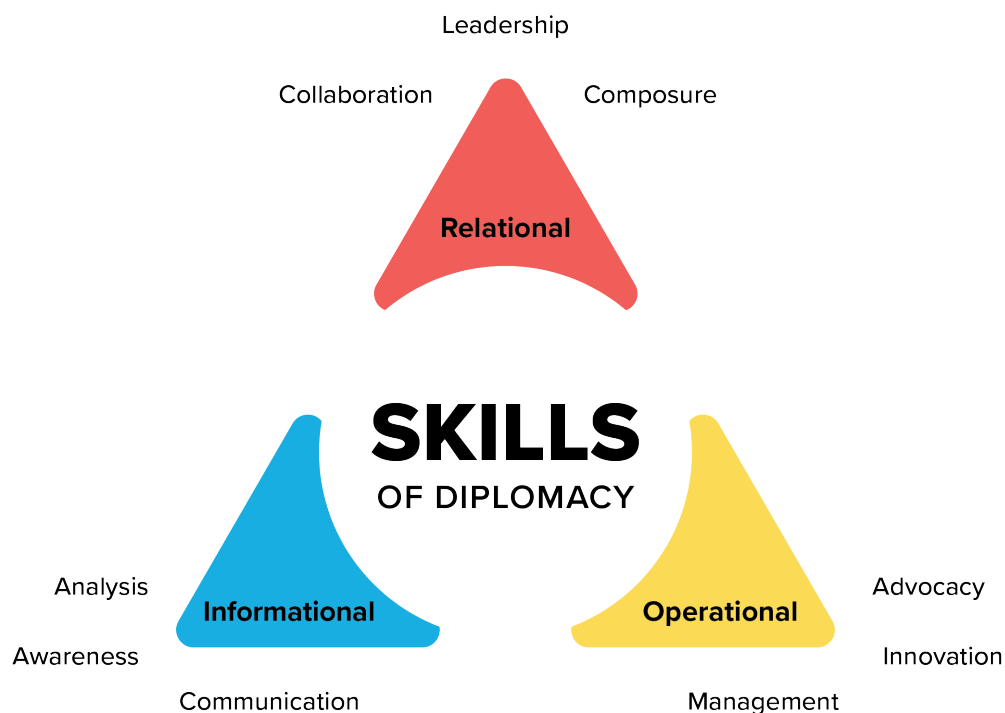
- Leadership:** Take action and make decisions using what information is available. Keep the big picture in mind. Take steps to improve your team's overall position and fill in knowledge gaps.
- Collaboration:** Incorporate the ideas of others and find common ground.
- Composure:** Work with others in a calm manner and operate with a range of attitudes and behaviors exhibited by counterparts, adversaries, and difficult partners.

### **Informational:**

- Analysis:** Study countries and research their political, economic, and cultural norms. Diplomats think critically about situations.
- Awareness:** Respect different cultures and customs. Recognize when situations and circumstances are changing and adapt to meet that change. Be aware of what you do not know or understand.
- Communication:** Articulate positions and listen openly to others' positions. Determine where interests overlap. Confirm positions and language used to avoid misunderstandings.

### **Operational:**

- Advocacy:** Speak on behalf of the organization or nation which you represent and pursue the goals and missions of that organization.
- Innovation:** Formulate alternatives and adapt responses to unanticipated circumstances. Take cues from local norms when formulating actions.
- Management:** Use the skills and strengths of your team members. Know what tools and resources are available to help meet your country or organization's goals and agenda.



## The Tools of Diplomacy

When diplomats enter into discussions, meetings or negotiations, they have resources or “tools” to advance their agenda, or to try and get what they want. These tools, such as money, military support, and support of heads of state are provided by their country’s government. When a diplomat enters into talks and discussions with another country, he or she has the full support and backing of his or her country. Diplomatic tools can include meetings, communications, formal agreements, aid, trade, military cooperation, travel, and knowledge exchange. These tools are often used in conjunction with one another and may be framed as incentives and/or deterrents.

<b>Communications:</b>	Official information sent from one nation or its representative to another nation or its representative.
<b>Formal Agreements:</b>	Official document signed by a nation and at least one other party stating a mutual agreement.
<b>Assistance and Aid:</b>	Money, services, or goods given from one nation to another that supports, stabilizes, or provides relief.
<b>Trade:</b>	The exchange of goods and services between countries. A nation’s prosperity can increase with trade relations.
<b>Military Cooperation:</b>	Partnership between two nation’s military forces. This can include military training and exercises.
<b>Travel:</b>	Movement of people from one country to another, made possible and authorized by diplomatic officials and protocol.
<b>Knowledge Exchange:</b>	The process of sharing ideas, data, expertise, and experiences that benefit and increase the understanding of a particular topic.



## HOW THE SIMULATION WORKS

You will receive a scenario based on a historical topic. The scenario lays out the conflict or crisis. Everyone reads the scenario.

There are five or six country stakeholder groups in the simulation. You will be placed in a stakeholder group and role-play stakeholders in the simulation from the perspective of this stakeholder.

Each stakeholder receives a role sheet that lays out their specific perspectives and set of priorities.

Under set time constraints, the stakeholder groups are challenged to negotiate a peaceful solution to the conflict or crisis described in the scenario. Use the information provided in the simulation packet to develop possible solutions and potential actions.

The simulation discussion and negotiation is moderated by a facilitator. The discussion will shift between:

**Private talks** within stakeholder groups, with *only stakeholders present*;

**Formal talks** at the table with *all stakeholders present*; and

**Side talks**, when *stakeholders speak privately with each other*, away from table.

The simulations have no right or wrong actions or end point because it is the process, rather than the end result, that holds the most value. The learning experience develops organically as you engage in the simulation and use the skills and tools of diplomacy.

